

**National IPA Contract # 171725-01 - Diversified**

<b>Product Category by Manufacturer</b>	<b>Method of Determining Price</b>	<b>NIPA Discount %</b>
Bose	Discount off MSRP	20%
Chief Mounts & Carts	Discount off MSRP	17%
Crestron	Discount off MSRP	15%
DaLite Screens	Discount off MSRP	15%
DaLite Accessories	Discount off MSRP	5%
AMX	Discount off MSRP	15%
Middle Atlantic	Discount off MSRP	10%
QSC	Discount off MSRP	15%
Tightrope	Discount off MSRP	5%
Brightsign	Discount off MSRP	5%
JBL Accessories	Discount off MSRP	10%
JBL Speakers	Discount off MSRP	15%
Shure Accessories	Discount off MSRP	10%
Shure Microphones	Discount off MSRP	20%
Wolfvision	Discount off MSRP	10%
Barco wePresent	Discount off MSRP	20%
Spectrum Industries	Discount off MSRP	30%
Listen Technologies	Discount off MSRP	20%
Quam Speakers	Discount off MSRP	20%
Logitech	Discount off MSRP	8%
HuddleCam	Discount off MSRP	8%
Atlona	Discount off MSRP	20%
BMS	Discount off MSRP	25%
Electrovoice- Speakers	Discount off MSRP	25%
Peerless	Discount off MSRP	20%
Sonic Foundry	Discount off MSRP	5%

**Diversified Design and Installation general Labor Rates:**

Installation	Per Hour	\$95.00
Design/ engineering	Per Hour	\$140.00
Programming	Per Hour	\$140.00
Project Management	Per Hour	\$140.00